SOCIAL ENTERPRISE ACCELERATION SERVICES FOR SUB-SAHARAN AFRICAN HEALTH: 
POSITIVE IMPACTS OF NEW PROGRAM INNOVATIONS
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ABSTRACT
Miller Center for Social Entrepreneurship at Santa Clara University offers a variety of social 
enterprise accelerator programs designed to increase the capacity of social entrepreneurs who 
are working to end poverty and protect the planet. Since its inception, the evolution of the Global 
Social Benefit Institute (GSBI) has produced several types of accelerators with varying program 
elements and goals. While all GSBI programs contain structured curriculum, individualized 
mentorship and often an investor showcase at the core of the program, a new accelerator, the GE 
healthymagination Mother and Child Program, offered unique program elements that added 
a heightened level of value to participating entrepreneurs. Such program innovations included 
applicant restriction to the health sector in Africa, a kick-off event in which entrepreneurs 
engaged with each other, Miller Center staff and GE executives, as well as a collaborative grant 
funding opportunity following completion of the program. This research suggests that the 
program innovations debuted in the GE healthymagination Mother and Child Program led to 
increased collaboration and development of the health-related social enterprise ecosystem, 
ultimately adding value to both individual entrepreneurs and the broader landscape of public 
health in Africa. The positive results of the GE healthymagination Mother and Child Program 
should inform the planning of future cohorts of existing GSBI programs, as well as the 
development of additional accelerator programs.

METHODOLOGY
This research analyzed social enterprise development at three time points in the 
GE healthymagination Mother and Child Program. The aspects of enterprise 
development analyzed included mission statement, business model, impact metrics, funding sources and level of collaboration

- **Time 0** – Enterprise applications (2016; Cohort 1 only)
- **Time 1** – Investor pitches at SanKalp Africa Summit (2017; Cohort 1 only)
- **Time 2** – Video and phone interviews with social entrepreneurs (2018; Cohort 1 and 2)

THE GE HEALTHYMAGINATION MOTHER AND CHILD PROGRAM
The GE healthymagination Mother and Child Program was a collaborative accelerator 
designed for social enterprises operating in sub-Saharan Africa with a focus on 
maternal and child health. Two cohorts of 14 enterprises each have participated in the 
program as of 2018.

Enterprise Activities:
- Deliver health services
- Distribute or maintain medical equipment
- Develop products or technology
- Provide infrastructure

Program Highlights:
- Kick-off event
- Online modules and curriculum
- Mentoring by Silicon Valley Executives
- Investor Showcase and pitch at SanKalp Africa Summit in Nairobi, Kenya
- GE Technical Assistance Grant

GOALS OF PROGRAM
- Help enterprises strengthen business models and scale sustainably
- Increase capacity of enterprises and entrepreneurs

COMPARISON OF GSBI PROGRAM ELEMENTS

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<th>GSBI In-Residence</th>
<th>GE healthymagination Mother and Child Program</th>
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KEY FINDINGS & RECOMMENDATIONS

Key Findings:
- Structured curriculum and individualized mentorship performed as expected
- Restricting applicants to a single sector and single continent increased feasibility of partnerships and collaborations
- Added program elements led to increased intra- and inter-cohort collaboration
- GE Technical Assistance Grant projects
- Partnerships and clients

Recommendations for Future Accelerator Programs:
- Increase in-person interactions among entrepreneurs
- Greater applicant specificity (geography and sector)
- Greater collaborative grant opportunities
- Increased corporate partnerships

REFERENCES

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